

ER 1996-88  
17 May 1988

MEMORANDUM FOR: Information Systems Board

FROM:

Special Assistant to the Executive Director

SUBJECT: ISB Field Trip - 19-20 May 1988

1. The Information Systems Board will be meeting in Lowell, Massachusetts, during 19-20 May. Ed Maloney and Wang have put together a program which should offer an excellent perspective on where Wang is headed. An agenda for the meeting is attached.

2. Single rooms have been reserved for all Agency participants at the Appleton Inn (confirmation number 018020CR411). Two rooms are being held without names for security reasons. The telephone number of the hotel is (607) 458-7575.

3. The meetings will be held in the Penthouse Conference Room (Atrium 2). The telephone numbers at Wang where you may be reached during the meeting are (617) 967-5944 or 5945.

4. Directions to Wang Labs: From Logan Airport, take the East Boston Expressway (SR 1A) eastbound towards Boston. Get in the left lane when going through the Sumner Tunnel (toll is 60 cents). Upon exiting the tunnel, stay in the left lane for I-93 northbound (Fitzgerald Expressway). Continue on I-93 for 28 miles. At exit 44, take I-495 southbound towards Lowell. After 10 miles, take exit 36 for the Lowell Connector. Bear around to the right onto Industrial Avenue. Turn left into visitor parking just before the three Wang corporate towers. We will be met in the main visitor lobby. The Appleton Inn is less than two blocks away. Driving time is expected to be about 45 minutes.

Attachment

cc: Other Agency Attendees

Attachment

INFORMATION SYSTEMS BOARD MEETING

Thursday, 19 May 1988  
Wang Laboratories  
Lowell, Massachusetts

Agenda

- 12:30-14:00      Lunch. Wang will host lunch in the Penthouse Dining Room. The Board will be joined by Dr. Wang, Ken Olisa, Gerry Paul, Gene Shugoll, Rosallie Papoutsy, John Pollock, Bobbie Browning and Dave Rankin.
- 14:00-14:15      Welcome. Fred Wang and other Wang executives will greet the Board.
- 14:15-14:30      Wang's Mission and Strategy. Fred Wang will share his view of his company's role in the industry.
- 14:30-15:15      Wang's Vision of the Future. Ken Olisa will expound on where Wang sees the marketplace headed and his company's place in the market.
- 15:15-15:30      Break.
- 15:30-16:15      Future VS Technologies. Gerry Paul will describe where Wang is going with its VS product line over the next several years.
- 16:15-17:15      Future of the Desktop. Sharon Matthews will lay out her company's workstation strategy, including plans for IBM-compatible personal computers.
- 17:15-17:30      Wrap-up. Gerry Paul and Dr. Wang will respond to questions raised during the presentations.
- 17:30-18:45      Check-in at Hotel.
- 18:45-              Supper. Wang has made reservations for dinner at the Andover Inn, a 20 minute drive from the hotel. The Board will be joined by Ray Cullen, Garry Paul, Rosallie Papoutsy, Gene Shugoll, Bobbie Browning, Dave Rankin and John Pollock.

INFORMATION SYSTEMS BOARD MEETING

Friday, 20 May 1988  
Wang Laboratories  
Lowell, Massachusetts

Agenda

7:00-8:00	<u>Breakfast.</u> Wang will host breakfast in the Penthouse Dining Room. The Board will be joined by Paul Demko, Gene Shugoll, Rosallie Papoutsy, Jeanne McCann, Dave Rankin and John Pollock.
8:00-8:30	<u>Secure Products Strategy.</u> Don Gangemi will describe his company's plans for satisfying INFOSEC and TEMPEST requirements.
8:30-9:15	<u>Wang Turbo Alliance.</u> John Pollock will describe his company's plans for the Alliance performance upgrade. He will also conduct a demonstration.
9:15-9:45	<u>Wang Office Future.</u> Jeanne McCann will describe her company's plans for its flagship messaging system.
9:45-10:00	<u>Break.</u>
10:00-11:15	<u>Image Futures with WIIS and WAVES Demo.</u> Roger Sullivan will describe his company's plans for image technology. He will also conduct a demo of current and future products.
11:15-12:00	<u>Communications/Coexistence Strategy.</u> Paul Demko will discuss his company's move away from proprietary technology and plans for coexistence with the competition, specifically IBM and DEC.
12:00-12:30	<u>Round Table.</u> Wang executives will respond to questions raised during the presentations.
12:30-13:30	<u>Lunch.</u> Wang will host lunch in the Penthouse Dining Room. The Board will be joined by Gerry Paul, Fred Wang, Ken Olisa, Gene Shugoll, Rosallie Papoutsy, John Pollock, Bobbie Browning and Dave Rankin.

INFORMATION SYSTEMS BOARD MEETING

Wang Participants

Bobbie Browning	Intelligence District Manager
Ray Cullen	Senior Vice President for Strategic Operations
Dr. Paul Demko	Vice President for Communications
Don Gangemi	Director of Secure Products Planning and Management
Jeanne McCann	Director of Integrated Office Software
Sharon Matthews	Director of US Product Marketing
Ken Olisa	Vice President for Marketing/US Operations (UK National)
Rosallie Papoutsy	Vice President for Federal Systems Marketing
Dr. Gerry Paul	Vice President for Systems Research and Development
John Pollock	Director of Engineering Services
Dave Rankin	Branch Manager (for the Agency)
Gene Shugoll	Vice President of Federal Systems Division
Roger Sullivan	Director and Program Manager for Wang Integrated Image System
Dr. Wang	Chairman and Chief Executive Officer
Fred Wang	President

WANG LABORATORIES, INC.

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*cc - sent to all ISB members*

FREDERICK A. WANG  
PRESIDENT

**WANG**

May 24, 1988

Mr. Edward Maloney, Director  
Office of Information Technology  
CIA Headquarters  
Room 2D00  
Washington, DC 20505

Dear Ed:

It was a pleasure to see you again and to meet with you and your colleagues last week. I enjoyed our discussion and am pleased we were able to give you an overview of our strategy and product direction.

During the roundtable discussion, you expressed an interest in becoming a beta site for our WAVES product. In order to facilitate this, we will be contacting the designate you identified to make the necessary arrangements. Also, during my debriefing of the visit, it was brought to my attention that we will be exploring a cooperative effort relating to signature authentication on our WAVES product. We are eager to pursue this project and are appreciative of the opportunity to share your expertise in this area.

Again, it was a pleasure to see you. We look forward to maintaining your organization as a most valuable customer and to a growing partnership.

Sincerely,



Frederick A. Wang

FAW/mem